

By Martha Stein.

Inexperience the Gravest Peril.
Unfortunately, however, instead of being all this the girl who goes into an office is not infrequently crude as to age, education, and experience of the kind generally called worldly. For this class of girl those who

By Gertrude Troy.

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Costs Little to Run Farm.

The grounds for such a farm need not necessarily be extensive, as a few small pens extending for about 600 feet along a stream of running water will accommodate an astonishingly large number. By wading they may be hunted, or when they require no extensive buildings as they remain dormant. Heating apparatus and incubators for hatching the eggs are not necessarily expensive, and the returns are large. The cost of the food, consisting largely of frogs and fish, is merely nominal. Mr. Campbell, who in the last two years, since he started his farm, has increased his income a hundred times, and is now able to purchase them in all parts of the world—lands that he can feed

the manufacture of shoes, trunks, small valises, satchels, portmanteaus, cigar cases, book covers, and innumerable other articles. There are now establishments for tanning alligator skins in New York, New Jersey, Louisiana, Mississippi, and Massachusetts, and there is also a demand for raw skins in the States. Alligators are daily rising in price, owing to the fact that but few breeding alligators are now to be found in the south. In 1897 the best skins sold for \$100, showing an increase in price of 50 cents a hide in the last eight years.

If your alligator isn't worth enough to make it today, he certainly will be in the future. You may accommodate yourself to the retail market price by living 500 years, if you wish him.

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Squelch Man at First Advance.

"Now, this," said the woman, who happened to be a friend of the wife, "was the way in which the girl got into trouble so many times. I have sent her to another place, and this kind of foolishness, bad as it is, is only a small fraction of the worse than foolishness that girls are called upon to meet. The training that I have to give the girls often is of a more subtle kind. For instance, I sent a young widow not long ago to a place in which the man began a most offensive and elaborate praise of her worth and lauded it nicely. 'Thank you very much for your kindness,' she said, 'but in the future I will ask you not to mention it unless you find it necessary to criticize it.' If he persists she will simply tell him that it will result in his finding another stenographer. These overtures generally begin in this way, or in invitations to go to lunch, or in sympathy for facts that the stenographer is working too hard, or in little offers of leniency, which are apt to become treats to something stronger. The office woman who understands it and who checks it right in the start is the one who will not have trouble."

By Roswell Collins.

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Novice Often Succeeds.

The popular notion that it takes men of a peculiar type and of especial ability in the manufacture of talk is quickly dissipated when one sees the selling force of a house employing many agents. The "sharp as a gimlet" type of man whom convention ascribes the ideal agent, is there, but he is not any more in abundance than the man who looks as if he could not sell anything, everybody knows, but who sells goods by instilling in his customers confidence in himself and consequently in the goods he is selling. Neither is the old and experienced agent in preponderance. On the contrary there are plenty of the most successful agents whose appearance and bearing testify that they have but lately come from other walks of life, from the factory, the farm, or the store or office. A book could be written on the characteristics and the ups and downs of the men and women to be found on the list of a large general agency. There are people who have been well up in the world there who have dropped for some rea-

son at it point to put their agents who seem o promising appearance on salary from the beginning. The salary in these instances is always small, approximately \$8 a week, and is given solely for the purpose of making the agent work from the beginning, knowing that the salary will stop the day that word comes that he is a well known fact among men who employ agents that the agent on a salary is better than the one on commission, although it would seem to be just the reverse.

But a steady salary has an influence on a man which a prospective commission does not have.

After the new agent leaves the office and starts out into the territory assigned to him it is up to him whether or no he succeeds. Some men can and some cannot make agents. Others can for those who can it is a good profession to follow even permanently. For those who cannot, with a little luck, it is a good profession to follow until they can get into the line they are suited for; and it is a well known maxim among agents that no man knows whether he will make an agent until he has made the trial.



By M. M. Atwater.

Thus the influence of senators and representatives was not sufficiently potent to float your success.

**Pulpit Hints to Workers
Aid to Business Success.**
By George T. Tyrone.

Repeats After Sermon.

Some more years rolled by, and my friend seemed to prosper better than ever. I met him one night at an insurance banquet and he asked him how things were going with him. "Fine!" he replied. "Do you remember that sermon that I preached to you years ago?" "Yes," he said. "That sermon was the best stroke of business I ever did. I believe you placed some more insurance with me after I paid that conselence money, didn't you?" "Yes, I did. You deserved it."

"Well, hundreds of others did the same. I got the reputation of being as square as a die, and I was. I made right settlements. I was honest. I did as I would be done by; and